

EXHIBIT B

EXHIBIT 3

REDACTED VERSION

From: Donna Overstreet [donnao@aristanetworks.com]
Sent: Tuesday, January 21, 2014 10:51 AM
To: Mark Foss
Subject: Scripts
Attachments: Phil script.docx; Cold Calling Best Practices.docx; Cold Call Script (9.05 KB); pitches[1].docx; Elevator Pitch[2].docx; Guide - New[3].docx

Hi there, Mark.

Here are a few of the scripts and guides that we use. We have several versions that we have built and shared and edit them according to individual style.

Let me know if this helps.

Thanks!

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